

## Retro Employers, Calendar Year 2003

### Market Share Based on Derived Hours

| Risk Class                              | *Examples of Businesses within the Class  | Total Hours   | Retro Hours   | Market Share |
|---|---|---------------|---------------|--------------|
| <b>ALL CLASSIFICATIONS</b>              |   | 2,856,299,073 | 1,033,496,051 | <b>36.2%</b> |
| <b>AGRICULTURE</b>                      |   | 90,598,355    | 61,935,366    | <b>68.4%</b> |
| 4802                                    | Vegetable Farms-Machine Harvest           | 8,306,260     | 5,938,869     | <b>71.5%</b> |
| 4803                                    | Orchards                                  | 40,870,489    | 31,513,850    | <b>77.1%</b> |
| 4804                                    | Poultry Farms                             | 929,642       | 628,509       | <b>67.6%</b> |
| 4805                                    | Nurseries                                 | 7,136,055     | 3,904,504     | <b>54.7%</b> |
| 4806                                    | Berry Picking                             | 1,538,138     | 1,265,836     | <b>82.3%</b> |
| 4808                                    | Diversified Field Crops                   | 8,356,870     | 3,518,700     | <b>42.1%</b> |
| 4809                                    | Greenhouses                               | 3,111,044     | 2,565,834     | <b>82.5%</b> |
| 4810                                    | Vegetable Farms-Hand Harvest              | 4,768,279     | 2,958,447     | <b>62.0%</b> |
| 4811                                    | Hop/Mint Growing                          | 2,431,374     | 2,157,519     | <b>88.7%</b> |
| 4812                                    | Fish Hatcheries                           | 276,274       | 101,506       | <b>36.7%</b> |
| 4813                                    | Vineyards                                 | 4,380,114     | 2,519,295     | <b>57.5%</b> |
| 6614                                    | Horse Racing-Major Tracks Noc             | 0             | 0             | <b>0.0%</b>  |
| 6615                                    | Horse Racing-Major Tracks Grooms          | 0             | 0             | <b>0.0%</b>  |
| 6616                                    | Horse Racing-Fairs, Bush Tracks           | 0             | 0             | <b>0.0%</b>  |
| 6617                                    | Horse Racing-Fairs, Bush Tracks Grooms    | 0             | 0             | <b>0.0%</b>  |
| 6618                                    | Horse Racing-Owners                       | 0             | 0             | <b>0.0%</b>  |
| 7301                                    | Dairy Farms                               | 6,228,255     | 4,396,616     | <b>70.6%</b> |
| 7302                                    | Livestock Farms                           | 1,913,590     | 347,232       | <b>18.1%</b> |
| 7307                                    | Christmas Tree Farms                      | 351,971       | 118,649       | <b>33.7%</b> |
| <b>BUILDING CONSTRUCTION AND TRADES</b> |   | 164,569,696   | 91,355,788    | <b>55.5%</b> |
| 0301                                    | Landscaping                               | 6,829,840     | 3,317,379     | <b>48.6%</b> |
| 0302                                    | Masonry Construction                      | 2,876,828     | 1,924,706     | <b>66.9%</b> |
| 0303                                    | Plastering And Stuccoing Work             | 781,844       | 479,087       | <b>61.3%</b> |
| 0306                                    | Plumbing                                  | 11,490,676    | 7,548,640     | <b>65.7%</b> |
| 0307                                    | Hvac Systems                              | 10,543,090    | 7,273,695     | <b>69.0%</b> |
| 0308                                    | Lawn Care Maintenance                     | 9,370,668     | 4,146,618     | <b>44.3%</b> |
| 0502                                    | Floor Covering Installation               | 2,831,494     | 1,007,383     | <b>35.6%</b> |
| 0504                                    | Painting                                  | 4,888,347     | 2,396,396     | <b>49.0%</b> |
| 0506                                    | Building Demolition                       | 0             | 0             | <b>0.0%</b>  |
| 0507                                    | Roofing                                   | 4,274,176     | 2,990,429     | <b>70.0%</b> |
| 0510                                    | Wood Frame Bldg. Const.                   | 22,339,779    | 12,010,578    | <b>53.8%</b> |
| 0511                                    | Glass Installation                        | 2,408,632     | 1,570,352     | <b>65.2%</b> |
| 0512                                    | Insulation Installation                   | 3,064,586     | 2,329,428     | <b>76.0%</b> |
| 0513                                    | Interior Finish Carpentry                 | 9,437,382     | 4,791,130     | <b>50.8%</b> |
| 0514                                    | Garage Door Installation                  | 805,037       | 454,684       | <b>56.5%</b> |
| 0516                                    | Carpentry, Noc                            | 9,401,829     | 4,974,495     | <b>52.9%</b> |
| 0517                                    | Mobile Home Setup                         | 222,722       | 26,278        | <b>11.8%</b> |
| 0518                                    | Building Const. Noc                       | 9,341,031     | 7,443,460     | <b>79.7%</b> |
| 0519                                    | Building Construction: Sheet Metal Work   | 1,299,209     | 704,382       | <b>54.2%</b> |
| 0521                                    | Interior Building Painting                | 5,257,018     | 3,007,278     | <b>57.2%</b> |
| 0534                                    | Wallboard - Scrapping - Undiscounted      | 0             | 0             | <b>0.0%</b>  |
| 0540                                    | Wallboard Installation (Undisc/Sq Ft)     | 1,935,301     | 1,521,538     | <b>78.6%</b> |
| 0541                                    | Wallboard Taping/Texturing (Undisc/Sq Ft) | 2,085,851     | 1,606,323     | <b>77.0%</b> |
| 0550                                    | Wallboard Installation (Disc/Sq Ft)       | 890,684       | 149,829       | <b>16.8%</b> |
| 0551                                    | Wallboard Taping/Texturing (Disc/Sq Ft)   | 814,622       | 180,264       | <b>22.1%</b> |
| 0601                                    | Electrical Wiring                         | 19,526,473    | 12,857,449    | <b>65.8%</b> |
| 0602                                    | Elevator Installation                     | 992,154       | 272,447       | <b>27.5%</b> |

| <b>Risk Class</b>                        | <b>*Examples of Businesses within the Class</b> | <b>Total Hours</b> | <b>Retro Hours</b> | <b>Market Share</b> |
|--|---|--------------------|--------------------|---------------------|
| <b>0603</b>                              | Machinery Installation                          | 5,351,529          | 2,312,554          | <b>43.2%</b>        |
| <b>0606</b>                              | Vending Machine Installation                    | 2,019,253          | 671,248            | <b>33.2%</b>        |
| <b>0607</b>                              | Household Appl. Installation                    | 7,202,206          | 1,094,156          | <b>15.2%</b>        |
| <b>0608</b>                              | Telephone System Installation                   | 6,287,436          | 2,293,581          | <b>36.5%</b>        |
| <b>DEALERS AND WHOLESALERS</b>           |   | <b>64,868,424</b>  | <b>28,878,761</b>  | <b>44.5%</b>        |
| <b>0604</b>                              | Scrap Metal Dealers                             | 631,514            | 356,753            | <b>56.5%</b>        |
| <b>1103</b>                              | Coal Merchants                                  | 1,270,209          | 196,992            | <b>15.5%</b>        |
| <b>1104</b>                              | Auto Wrecking                                   | 1,842,044          | 368,541            | <b>20.0%</b>        |
| <b>1106</b>                              | Tool Rental Stores                              | 2,074,653          | 844,039            | <b>40.7%</b>        |
| <b>1108</b>                              | Glass Merchants                                 | 2,940,199          | 1,597,197          | <b>54.3%</b>        |
| <b>2004</b>                              | Iron Merchants                                  | 1,819,224          | 1,032,458          | <b>56.8%</b>        |
| <b>2009</b>                              | Bldg. And Home Impr. Centers                    | 12,445,683         | 7,372,557          | <b>59.2%</b>        |
| <b>2106</b>                              | Fertilizer Dealer                               | 2,012,942          | 1,609,506          | <b>80.0%</b>        |
| <b>3101</b>                              | Redi-Mix Concrete Dealers                       | 2,499,349          | 2,253,494          | <b>90.2%</b>        |
| <b>3309</b>                              | Motorcycle Dealers                              | 1,674,810          | 84,531             | <b>5.0%</b>         |
| <b>3407</b>                              | Gas Or Oil Dealers                              | 4,288,636          | 1,858,351          | <b>43.3%</b>        |
| <b>4401</b>                              | Cold Storage Lockers                            | 318,409            | 285,948            | <b>89.8%</b>        |
| <b>4402</b>                              | Ice Dealers                                     | 143,374            | 53,415             | <b>37.3%</b>        |
| <b>6405</b>                              | Tire Sales & Service                            | 4,667,326          | 2,429,827          | <b>52.1%</b>        |
| <b>6407</b>                              | Wholesale Stores, Noc                           | 14,804,631         | 3,486,058          | <b>23.5%</b>        |
| <b>6408</b>                              | Farm Machinery Dealers                          | 1,500,542          | 1,192,623          | <b>79.5%</b>        |
| <b>6409</b>                              | Machinery Dealers, Noc                          | 7,590,366          | 3,811,363          | <b>50.2%</b>        |
| <b>6410</b>                              | Janitorial Supply Dealers                       | 584,996            | 45,108             | <b>7.7%</b>         |
| <b>6603</b>                              | Auction Sales                                   | 1,759,517          | 0                  | <b>0.0%</b>         |
| <b>FOOD PROCESSING AND MANUFACTURING</b> |   | <b>56,080,567</b>  | <b>43,104,282</b>  | <b>76.9%</b>        |
| <b>2101</b>                              | Grain Milling                                   | 2,893,352          | 1,881,562          | <b>65.0%</b>        |
| <b>2104</b>                              | Fruit & Veg. Packing                            | 22,677,425         | 20,898,592         | <b>92.2%</b>        |
| <b>3304</b>                              | Meat Dealers Wholesale                          | 8,677,834          | 6,294,315          | <b>72.5%</b>        |
| <b>3702</b>                              | Breweries                                       | 2,530,341          | 934,328            | <b>36.9%</b>        |
| <b>3902</b>                              | Food Products Mfg.                              | 10,109,870         | 7,571,128          | <b>74.9%</b>        |
| <b>3906</b>                              | Bakeries Wholesale Noc                          | 5,117,348          | 2,847,469          | <b>55.6%</b>        |
| <b>4002</b>                              | Creameries                                      | 714,571            | 360,922            | <b>50.5%</b>        |
| <b>4301</b>                              | Meat Products Mfg.                              | 2,452,390          | 1,801,727          | <b>73.5%</b>        |
| <b>4302</b>                              | Custom Meat Cutting                             | 198,542            | 0                  | <b>0.0%</b>         |
| <b>4304</b>                              | Stock Yards                                     | 708,894            | 514,239            | <b>72.5%</b>        |
| <b>FOREST PRODUCTS</b>                   |   | <b>41,793,657</b>  | <b>30,864,159</b>  | <b>73.8%</b>        |
| <b>1002</b>                              | Sawmills  | 6,007,402          | 4,941,346          | <b>82.3%</b>        |
| <b>1003</b>                              | Pole Yards                                      | 607,124            | 512,033            | <b>84.3%</b>        |
| <b>1004</b>                              | Log Storage Yards                               | 219,604            | 169,219            | <b>77.1%</b>        |
| <b>1005</b>                              | Shake Mills                                     | 6,236              | 1,734              | <b>27.8%</b>        |
| <b>2401</b>                              | Pulp Or Paper Mfg.                              | 3,727,794          | 2,810,508          | <b>75.4%</b>        |
| <b>2903</b>                              | Wood Products Mfg.                              | 12,637,823         | 10,112,862         | <b>80.0%</b>        |
| <b>2904</b>                              | Plywood Mfg                                     | 1,450,084          | 1,186,887          | <b>81.8%</b>        |
| <b>2905</b>                              | Furniture/Casket Mfg.                           | 1,467,438          | 693,489            | <b>47.3%</b>        |
| <b>2907</b>                              | Cabinet/Countertop Mfg.                         | 8,021,775          | 5,946,708          | <b>74.1%</b>        |
| <b>2909</b>                              | Woodenware Mfg.                                 | 404,633            | 134,399            | <b>33.2%</b>        |
| <b>5001</b>                              | Logging   | 2,008,399          | 1,551,313          | <b>77.2%</b>        |
| <b>5002</b>                              | Booming & Rafting Logs                          | 1,193              | 1,193              | <b>100.0%</b>       |
| <b>5003</b>                              | Log Hauling                                     | 1,806,112          | 1,136,997          | <b>63.0%</b>        |
| <b>5004</b>                              | Reforestation                                   | 923,289            | 69,555             | <b>7.5%</b>         |
| <b>5005</b>                              | Mechanized Logging                              | 1,335,816          | 892,517            | <b>66.8%</b>        |

| <b>Risk Class</b>                              | <b>*Examples of Businesses within the Class</b> | <b>Total Hours</b> | <b>Retro Hours</b> | <b>Market Share</b> |
|--|---|--------------------|--------------------|---------------------|
| <b>5006</b>                                    | Forestry And Timberland Svcs - Machine Op       | 225,611            | 29,104             | <b>12.9%</b>        |
| <b>6902</b>                                    | Log Road Construction                           | 943,324            | 674,295            | <b>71.5%</b>        |
| <b>GOVERNMENT AND SCHOOLS</b>                  |   | <b>391,456,419</b> | <b>79,000,067</b>  | <b>20.2%</b>        |
| <b>0803</b>                                    | Cities-All Other Empl. Noc                      | 8,867,349          | 1,564,111          | <b>17.6%</b>        |
| <b>1501</b>                                    | Counties-All Other Empl. Noc                    | 10,553,286         | 5,574,986          | <b>52.8%</b>        |
| <b>4201</b>                                    | Port Districts                                  | 1,016,527          | 33,756             | <b>3.3%</b>         |
| <b>4902</b>                                    | State Gov'T - Clerical                          | 68,982,128         | 23,931,508         | <b>34.7%</b>        |
| <b>4906</b>                                    | Colleges & Universities                         | 115,408,873        | 6,682,575          | <b>5.8%</b>         |
| <b>4907</b>                                    | Inmates - Prison Industries                     | 2,016,455          | 1,018,925          | <b>50.5%</b>        |
| <b>4908</b>                                    | Inmates - Adult Camps                           | 850,580            | 0                  | <b>0.0%</b>         |
| <b>4909</b>                                    | Inmates - Juvenile Camps                        | 65,765             | 0                  | <b>0.0%</b>         |
| <b>5305</b>                                    | Cities, Clerical                                | 9,045,464          | 1,154,306          | <b>12.8%</b>        |
| <b>5306</b>                                    | Counties, Clerical                              | 19,820,201         | 9,843,013          | <b>49.7%</b>        |
| <b>5307</b>                                    | State Gov'T Manual Labor                        | 21,666,050         | 8,927,035          | <b>41.2%</b>        |
| <b>6103</b>                                    | Schools, Professional Staff                     | 79,964,874         | 8,439,807          | <b>10.6%</b>        |
| <b>6104</b>                                    | Schools, All Other Empl.                        | 11,480,122         | 1,177,043          | <b>10.3%</b>        |
| <b>6505</b>                                    | Welfare Special Works                           | 2,885,751          | 601,789            | <b>20.9%</b>        |
| <b>6901</b>                                    | Volunteers                                      | 5,132,981          | 1,196,188          | <b>23.3%</b>        |
| <b>6904</b>                                    | Fire Fighters                                   | 7,439,942          | 844,846            | <b>11.4%</b>        |
| <b>6905</b>                                    | Law Enforcement Officers                        | 6,694,919          | 2,432,590          | <b>36.3%</b>        |
| <b>6906</b>                                    | Volunteer Policemen                             | 82,678             | 26,143             | <b>31.6%</b>        |
| <b>7103</b>                                    | State Gov'T, Law Enf.                           | 11,455,866         | 4,623,128          | <b>40.4%</b>        |
| <b>7201</b>                                    | State Health Care Facilities                    | 8,026,608          | 928,318            | <b>11.6%</b>        |
| <b>HEALTH CARE</b>                             |   | <b>157,136,421</b> | <b>49,340,358</b>  | <b>31.4%</b>        |
| <b>6105</b>                                    | Hospitals                                       | 4,312,616          | 892,526            | <b>20.7%</b>        |
| <b>6108</b>                                    | Nursing Homes                                   | 33,841,241         | 29,248,736         | <b>86.4%</b>        |
| <b>6109</b>                                    | Physicians & Medical Clinics                    | 114,267,905        | 18,503,764         | <b>16.2%</b>        |
| <b>6110</b>                                    | Home Health Care, Nursing                       | 4,714,659          | 695,332            | <b>14.7%</b>        |
| <b>METAL AND MACHINERY MANUFACTURING</b>       |   | <b>58,112,397</b>  | <b>35,539,398</b>  | <b>61.2%</b>        |
| <b>1701</b>                                    | Ore Reduction                                   | 0                  | 0                  | <b>0.0%</b>         |
| <b>1801</b>                                    | Lead Smelting                                   | 209,458            | 177,412            | <b>84.7%</b>        |
| <b>1802</b>                                    | Aluminum Smelting                               | 39,986             | 9,808              | <b>24.5%</b>        |
| <b>3402</b>                                    | Machine Shops                                   | 21,670,269         | 11,066,997         | <b>51.1%</b>        |
| <b>3403</b>                                    | Aircraft Mfg.                                   | 179,232            | 0                  | <b>0.0%</b>         |
| <b>3404</b>                                    | Aluminum Product Mfg.                           | 14,480,629         | 9,699,873          | <b>67.0%</b>        |
| <b>3405</b>                                    | Aircraft Parts Mfg.                             | 5,454,306          | 4,384,197          | <b>80.4%</b>        |
| <b>3603</b>                                    | Electroplating                                  | 1,999,919          | 1,234,229          | <b>61.7%</b>        |
| <b>3604</b>                                    | Galvanizing                                     | 179,790            | 179,790            | <b>100.0%</b>       |
| <b>5101</b>                                    | Pipe Mfg. Iron Or Steel                         | 203,498            | 187,390            | <b>92.1%</b>        |
| <b>5103</b>                                    | Foundries, Noc                                  | 2,250,541          | 1,796,941          | <b>79.8%</b>        |
| <b>5106</b>                                    | Blacksmithing                                   | 104,518            | 0                  | <b>0.0%</b>         |
| <b>5108</b>                                    | Cable Or Wire Mfg.                              | 332,296            | 306,037            | <b>92.1%</b>        |
| <b>5109</b>                                    | Heavy Machinery Mfg.                            | 2,870,203          | 1,899,816          | <b>66.2%</b>        |
| <b>5201</b>                                    | Electric Equipment Mfg.                         | 970,261            | 232,568            | <b>24.0%</b>        |
| <b>5204</b>                                    | Railroad Car Mfg.                               | 664,506            | 50,920             | <b>7.7%</b>         |
| <b>5208</b>                                    | Iron Works, Shop                                | 3,123,752          | 2,207,981          | <b>70.7%</b>        |
| <b>5209</b>                                    | Boilermaking                                    | 3,379,233          | 2,105,439          | <b>62.3%</b>        |
| <b>MISCELLANEOUS PROFESSIONAL AND CLERICAL</b> |   | <b>874,675,951</b> | <b>215,379,161</b> | <b>24.6%</b>        |
| <b>1007</b>                                    | Grading/Inspection Bureaus                      | 2,903,896          | 534,760            | <b>18.4%</b>        |

| <b>Risk Class</b>                  | <b>*Examples of Businesses within the Class</b> | <b>Total Hours</b> | <b>Retro Hours</b> | <b>Market Share</b> |
|------------------------------------|---|--------------------|--------------------|---------------------|
| 4107                               | Business Machine Repair                         | 10,342,215         | 518,062            | 5.0%                |
| 4108                               | Mailing Co.                                     | 1,842,791          | 85,091             | 4.6%                |
| 4109                               | Sign Painting - Inside                          | 617,644            | 115,000            | 18.6%               |
| 4901                               | Consulting Engineers                            | 29,480,220         | 6,083,283          | 20.6%               |
| 4903                               | Insurance Inspection                            | 804,021            | 30,483             | 3.8%                |
| 4904                               | Clerical Office, Noc                            | 405,006,415        | 130,920,133        | 32.3%               |
| 5301                               | Accounting/Law Firms                            | 97,751,446         | 4,950,172          | 5.1%                |
| 6107                               | Veterinarians                                   | 7,992,560          | 45,787             | 0.6%                |
| 6201                               | Funeral Directors                               | 1,004,066          | 782,015            | 77.9%               |
| 6301                               | Auto Sales Personnel                            | 18,749,435         | 13,775,101         | 73.5%               |
| 6302                               | Door To Door Sales                              | 156,738            | 0                  | 0.0%                |
| 6303                               | Sales Personel - Outside, Noc                   | 119,766,371        | 29,696,740         | 24.8%               |
| 6501                               | Barber Shops                                    | 14,459,924         | 14,061             | 0.1%                |
| 6502                               | Banks, Savings And Loans                        | 89,290,296         | 10,219,742         | 11.4%               |
| 6503                               | Labor Unions                                    | 2,547,494          | 191,185            | 7.5%                |
| 6601                               | Detective Agencies                              | 10,396,489         | 1,789,138          | 17.2%               |
| 6605                               | Actors & Musicians                              | 861,303            | 176,487            | 20.5%               |
| 6608                               | Motion Picture Production                       | 340,549            | 0                  | 0.0%                |
| 6620                               | Entertainers & Dancers                          | 45,045             | 21                 | 0.0%                |
| 6909                               | Medical Labs & Blood Banks                      | 16,300,788         | 5,252,545          | 32.2%               |
| 7100                               | Limited Liability                               | 202,478            | 74,006             | 36.6%               |
| 7101                               | Executive Officers, Noc                         | 6,528,463          | 2,809,164          | 43.0%               |
| 7202                               | Real Estate Agencies                            | 37,285,304         | 7,316,185          | 19.6%               |
| <b>MISCELLANEOUS CONSTRUCTION</b>  |   | 56,818,798         | 37,312,640         | 65.7%               |
| 0101                               | Road Construction                               | 11,136,698         | 7,378,190          | 66.3%               |
| 0103                               | Drilling  | 829,090            | 504,656            | 60.9%               |
| 0104                               | Dredging  | 23,737             | 1,468              | 6.2%                |
| 0105                               | Fence Erection                                  | 1,266,685          | 701,877            | 55.4%               |
| 0107                               | Underground Utilities                           | 5,902,948          | 4,167,271          | 70.6%               |
| 0108                               | Sewer Construction                              | 4,795,688          | 3,606,823          | 75.2%               |
| 0112                               | Sand And Gravel Production Incl. Dealers        | 2,708,534          | 2,089,340          | 77.1%               |
| 0201                               | Bridge Construction                             | 628,749            | 461,570            | 73.4%               |
| 0202                               | Pile Driving                                    | 85,923             | 26,589             | 30.9%               |
| 0210                               | Asphalt Paving - Streets And Roads              | 1,067,223          | 903,426            | 84.7%               |
| 0212                               | Asphalt Paving N.O.C.                           | 786,156            | 414,158            | 52.7%               |
| 0214                               | Concrete Work - Streets And Roads               | 1,341,262          | 759,692            | 56.6%               |
| 0217                               | Concrete Work - Foundations And Sidewalks       | 7,790,445          | 4,421,109          | 56.8%               |
| 0219                               | Guardrails, Traffic Lights And Signs Inst       | 891,878            | 644,498            | 72.3%               |
| 0403                               | Sign Erection                                   | 319,604            | 111,036            | 34.7%               |
| 0508                               | Structural Steel Const.                         | 645,483            | 243,917            | 37.8%               |
| 0509                               | Overhead Lines Const.                           | 872,943            | 632,237            | 72.4%               |
| 0701                               | Dam Construction                                | 27,155             | 27,155             | 100.0%              |
| 1702                               | Underground Mines                               | 95,429             | 56,758             | 59.5%               |
| 1703                               | Surface Mines                                   | 1,258,389          | 33,046             | 2.6%                |
| 1704                               | Quarries  | 950,696            | 473,462            | 49.8%               |
| 3506                               | Mobile Crane Svc. Contractors                   | 886,352            | 612,388            | 69.1%               |
| 4900                               | Construction - Superintendent/Proj Mgr          | 5,202,141          | 3,560,045          | 68.4%               |
| 5206                               | Contractor'S Perm. Yard                         | 7,305,590          | 5,481,929          | 75.0%               |
| <b>MISCELLANEOUS MANUFACTURING</b> |   | 69,485,037         | 36,600,221         | 52.7%               |
| 0901                               | Shipbuilding, Noc                               | 37,406             | 0                  | 0.0%                |
| 2906                               | Piano Mfg.                                      | 779,292            | 503,602            | 64.6%               |
| 2908                               | Factory Built Housing                           | 607,967            | 450,957            | 74.2%               |
| 3103                               | Cement Mfg.                                     | 437,620            | 179,069            | 40.9%               |

| <b>Risk Class</b>             | <b>*Examples of Businesses within the Class</b> | <b>Total Hours</b> | <b>Retro Hours</b> | <b>Market Share</b> |
|-------------------------------|---|--------------------|--------------------|---------------------|
| 3104                          | Stone Cutting                                   | 1,351,756          | 698,295            | 51.7%               |
| 3105                          | Concrete Products Mfg.                          | 2,225,103          | 1,661,353          | 74.7%               |
| 3501                          | Brick Or Clay Product Mfg. Noc                  | 22,573             | 13,195             | 58.5%               |
| 3503                          | Potteries & Glassware Mfg.                      | 1,957,950          | 1,250,887          | 63.9%               |
| 3509                          | Plaster-Stat. Mfg. & Glass Frost.               | 109,435            | 0                  | 0.0%                |
| 3510                          | Plastic Products Manufacturing                  | 12,077,189         | 8,444,658          | 69.9%               |
| 3511                          | Fiberglass Manufacturing                        | 2,495,506          | 1,860,411          | 74.6%               |
| 3512                          | Plastics Goods Manufacturing                    | 4,073,877          | 2,902,836          | 71.3%               |
| 3513                          | Rubber Goods Mfg. N.O.C.                        | 197,108            | 114,932            | 58.3%               |
| 3602                          | Electronic Products Mfg.                        | 21,287,222         | 9,078,082          | 42.6%               |
| 3701                          | Chemical Mixing And Mfg.                        | 5,950,227          | 2,216,955          | 37.3%               |
| 3708                          | Textile Mfg.                                    | 2,712,929          | 1,743,764          | 64.3%               |
| 3802                          | Clothing Mfg.                                   | 7,918,458          | 3,170,757          | 40.0%               |
| 3808                          | Upholstery                                      | 1,090,049          | 365,263            | 33.5%               |
| 4601                          | Explosives Mfg.                                 | 32,726             | 23,300             | 71.2%               |
| 6604                          | Optical Goods Mfg.                              | 1,902,850          | 703,938            | 37.0%               |
| 6908                          | Paper Products Mfg.                             | 2,217,794          | 1,217,967          | 54.9%               |
| <b>MISCELLANEOUS SERVICES</b> |   | <b>498,878,559</b> | <b>212,124,593</b> | <b>42.5%</b>        |
| 2201                          | Laundry & Dry Cleaning                          | 2,876,582          | 670,239            | 23.3%               |
| 2202                          | Carpet Cleaning                                 | 1,154,114          | 160,116            | 13.9%               |
| 2203                          | Laundries, Commercial                           | 2,927,084          | 1,083,893          | 37.0%               |
| 2204                          | Laundries - Coin Operated                       | 371,291            | 12,503             | 3.4%                |
| 3406                          | Gas - Full-Service Stations                     | 8,273,655          | 1,623,582          | 19.6%               |
| 3409                          | Gas - Self-Service Stations                     | 296,879            | 79,476             | 26.8%               |
| 3411                          | Auto Repair                                     | 35,865,290         | 21,561,416         | 60.1%               |
| 3412                          | Auto Repair                                     | 7,610,963          | 2,979,234          | 39.1%               |
| 3414                          | Boat Dealers, Marinas And Boat Houses           | 2,168,574          | 262,155            | 12.1%               |
| 3415                          | Factory Built Housing Dealers                   | 665,445            | 375,883            | 56.5%               |
| 3905                          | Restaurants                                     | 200,018,634        | 101,499,645        | 50.7%               |
| 3909                          | Caterers  | 2,675,506          | 920,021            | 34.4%               |
| 4101                          | Printing  | 8,755,614          | 2,837,823          | 32.4%               |
| 4504                          | Theaters  | 5,316,679          | 722,157            | 13.6%               |
| 4905                          | Motels & Hotels                                 | 18,709,253         | 8,903,866          | 47.6%               |
| 4910                          | Prop. And Bldg. Management                      | 27,074,658         | 4,982,629          | 18.4%               |
| 5207                          | Bowling Alleys                                  | 4,050,624          | 2,200,421          | 54.3%               |
| 6202                          | Cemetaries                                      | 633,006            | 392,303            | 62.0%               |
| 6203                          | Ymca/Ywca                                       | 4,983,134          | 3,504,478          | 70.3%               |
| 6204                          | Exercise Institutes                             | 7,119,089          | 923,393            | 13.0%               |
| 6205                          | Fraternal Clubs                                 | 7,382,234          | 2,766,183          | 37.5%               |
| 6206                          | Golf Courses                                    | 4,336,010          | 1,372,812          | 31.7%               |
| 6207                          | Carnivals                                       | 143,253            | 19,539             | 13.6%               |
| 6208                          | Amusement Parks                                 | 2,801,483          | 1,055,019          | 37.7%               |
| 6209                          | Campgrounds                                     | 4,147,901          | 707,473            | 17.1%               |
| 6509                          | Boarding Homes                                  | 36,884,830         | 15,490,992         | 42.0%               |
| 6510                          | Domestic Servants                               | 2,459,004          | 249,656            | 10.2%               |
| 6511                          | Chore Services                                  | 9,800,968          | 2,931,785          | 29.9%               |
| 6602                          | Janitorial Service                              | 16,326,335         | 2,895,043          | 17.7%               |
| 6607                          | Card Rooms                                      | 7,269,652          | 4,025,526          | 55.4%               |
| 6704                          | Parking Lots                                    | 2,261,525          | 9,955              | 0.4%                |
| 6705                          | Ski Facilities                                  | 974,136            | 4,057              | 0.4%                |
| 6706                          | Sports Facilities-Operations                    | 214,504            | 123                | 0.1%                |
| 6707                          | Contact Sports-Per Day                          | 14,058             | 0                  | 0.0%                |
| 6708                          | Auto & Boat Racing-Per Race                     | 1,132              | 484                | 42.8%               |
| 6709                          | Sheltered Workshops                             | 6,137,644          | 3,459,636          | 56.4%               |
| 6809                          | Baseball Teams                                  | 51,105             | 0                  | 0.0%                |

| <b>Risk Class</b>                     | <b>*Examples of Businesses within the Class</b> | <b>Total Hours</b> | <b>Retro Hours</b> | <b>Market Share</b> |
|---------------------------------------|---|--------------------|--------------------|---------------------|
| <b>7104</b>                           | Temporary Help Admin. Staff                     | 4,640,380          | 1,309,892          | <b>28.2%</b>        |
| <b>7105</b>                           | Temporary Help-Office Services                  | 21,056,795         | 9,316,793          | <b>44.2%</b>        |
| <b>7106</b>                           | Temporary Help-Store Services                   | 948,659            | 165,601            | <b>17.5%</b>        |
| <b>7107</b>                           | Temporary Help-Food Services                    | 370,724            | 152,366            | <b>41.1%</b>        |
| <b>7108</b>                           | Temporary Help-Warehousing                      | 4,478,498          | 1,931,978          | <b>43.1%</b>        |
| <b>7109</b>                           | Temporary Help-Tech. Services                   | 1,846,776          | 1,245,717          | <b>67.5%</b>        |
| <b>7110</b>                           | Temporary Help-Field Services                   | 807,318            | 175,310            | <b>21.7%</b>        |
| <b>7111</b>                           | Temporary Help-Health Care                      | 4,882,381          | 299,591            | <b>6.1%</b>         |
| <b>7112</b>                           | Temporary Help-Agricultural Services            | 143,420            | 72,178             | <b>50.3%</b>        |
| <b>7113</b>                           | Temporary Help-Maintenance                      | 1,561,414          | 514,786            | <b>33.0%</b>        |
| <b>7114</b>                           | Temporary Help-Assembly                         | 3,864,755          | 1,348,371          | <b>34.9%</b>        |
| <b>7115</b>                           | Temporary Help-Food Processing                  | 1,399,164          | 1,026,877          | <b>73.4%</b>        |
| <b>7116</b>                           | Temporary Help-Utility Work                     | 533,653            | 300,655            | <b>56.3%</b>        |
| <b>7117</b>                           | Temporary Help-Machine Operation                | 1,841,723          | 1,108,127          | <b>60.2%</b>        |
| <b>7118</b>                           | Temporary Help-Construction                     | 1,286,993          | 455,761            | <b>35.4%</b>        |
| <b>7119</b>                           | Temporary Help-Vehicle Operation                | 507,549            | 315,101            | <b>62.1%</b>        |
| <b>7120</b>                           | Temporary Help-Hazardous Waste                  | 0                  | 0                  | <b>0.0%</b>         |
| <b>7121</b>                           | Temporary Help-Logging                          | 60                 | 60                 | <b>100.0%</b>       |
| <b>7203</b>                           | Community Service Workers                       | 998,158            | 550,236            | <b>55.1%</b>        |
| <b>7204</b>                           | Preferred Workers                               | 895,597            | 378,546            | <b>42.3%</b>        |
| <b>7308</b>                           | Animal Shelters                                 | 3,018,857          | 264,291            | <b>8.8%</b>         |
| <b>7309</b>                           | Work Activity Centers                           | 1,043,837          | 508,840            | <b>48.7%</b>        |
| <b>STORES</b>                         |   | <b>218,539,601</b> | <b>75,488,947</b>  | <b>34.5%</b>        |
| <b>3303</b>                           | Meat Dealers, Retail                            | 830,383            | 80,168             | <b>9.7%</b>         |
| <b>3410</b>                           | Convenience Groc Mart W/Gas                     | 15,579,826         | 3,887,775          | <b>25.0%</b>        |
| <b>3901</b>                           | Bakeries - Retail                               | 4,240,042          | 1,257,128          | <b>29.6%</b>        |
| <b>6304</b>                           | Department Stores                               | 6,001,622          | 1,838,962          | <b>30.6%</b>        |
| <b>6305</b>                           | Clothing Stores                                 | 21,694,505         | 5,071,639          | <b>23.4%</b>        |
| <b>6306</b>                           | Furniture Stores                                | 17,592,934         | 6,508,297          | <b>37.0%</b>        |
| <b>6308</b>                           | Jewelry Stores                                  | 6,499,654          | 827,167            | <b>12.7%</b>        |
| <b>6309</b>                           | Hardware Variety Stores                         | 41,130,392         | 15,559,036         | <b>37.8%</b>        |
| <b>6402</b>                           | Supermarkets                                    | 20,232,641         | 16,964,133         | <b>83.8%</b>        |
| <b>6403</b>                           | Mini Marts - W/O Gas                            | 13,200,856         | 3,673,732          | <b>27.8%</b>        |
| <b>6404</b>                           | Florists  | 4,483,104          | 1,412,790          | <b>31.5%</b>        |
| <b>6406</b>                           | Retail Stores, Noc                              | 60,656,150         | 17,161,899         | <b>28.3%</b>        |
| <b>6504</b>                           | Stores, Second Hand                             | 2,204,900          | 894,604            | <b>40.6%</b>        |
| <b>6506</b>                           | Film Print Shops                                | 4,192,592          | 351,617            | <b>8.4%</b>         |
| <b>TRANSPORTATION AND WAREHOUSING</b> |   | <b>76,675,633</b>  | <b>31,385,687</b>  | <b>40.9%</b>        |
| <b>1101</b>                           | Parcel Package Delivery                         | 17,524,665         | 5,301,118          | <b>30.2%</b>        |
| <b>1102</b>                           | Trucking, Noc                                   | 16,944,829         | 8,720,651          | <b>51.5%</b>        |
| <b>1105</b>                           | Septic Tank Pumping And Street Sweeping         | 1,588,518          | 702,436            | <b>44.2%</b>        |
| <b>1109</b>                           | Auto Towing Co.                                 | 1,266,946          | 350,656            | <b>27.7%</b>        |
| <b>1401</b>                           | Taxi Cab Co.                                    | 265,400            | 0                  | <b>0.0%</b>         |
| <b>1404</b>                           | Bus Companies                                   | 1,449,616          | 395,504            | <b>27.3%</b>        |
| <b>1405</b>                           | Ambulance Service                               | 940,667            | 170,182            | <b>18.1%</b>        |
| <b>1407</b>                           | Bus Companies - Private                         | 3,467,732          | 787,820            | <b>22.7%</b>        |
| <b>2002</b>                           | Freight Handlers                                | 3,294,105          | 1,246,629          | <b>37.8%</b>        |
| <b>2007</b>                           | Grain Elevators                                 | 871,403            | 613,193            | <b>70.4%</b>        |
| <b>2008</b>                           | Field Bonded Warehouses                         | 81,190             | 0                  | <b>0.0%</b>         |
| <b>2102</b>                           | Warehouses, Noc                                 | 6,458,149          | 2,174,323          | <b>33.7%</b>        |
| <b>2105</b>                           | Beer Distributors                               | 5,525,170          | 4,418,150          | <b>80.0%</b>        |
| <b>4305</b>                           | Garbage Collection                              | 4,177,690          | 2,090,965          | <b>50.1%</b>        |
| <b>4404</b>                           | Cold Storage Warehouse                          | 1,613,875          | 1,304,645          | <b>80.8%</b>        |

| <b>Risk Class</b>                   | <b>*Examples of Businesses within the Class</b> | <b>Total Hours</b> | <b>Retro Hours</b> | <b>Market Share</b> |
|-------------------------------------|---|--------------------|--------------------|---------------------|
| <b>6801</b>                         | Airlines, Flight Crew                           | 331,393            | 3,917              | <b>1.2%</b>         |
| <b>6802</b>                         | Airlines, Ground Crew                           | 2,414,481          | 0                  | <b>0.0%</b>         |
| <b>6803</b>                         | Flight Instructors                              | 613,319            | 74,301             | <b>12.1%</b>        |
| <b>6804</b>                         | Airport Operation                               | 5,034,146          | 846,322            | <b>16.8%</b>        |
| <b>6903</b>                         | Crop Dusting                                    | 14,462             | 5,748              | <b>39.7%</b>        |
| <b>6907</b>                         | Moving Companies                                | 2,797,877          | 2,179,127          | <b>77.9%</b>        |
| <b>UTILITIES AND COMMUNICATIONS</b> |   | <b>36,609,558</b>  | <b>5,186,623</b>   | <b>14.2%</b>        |
| <b>1301</b>                         | Electric Power Plants                           | 3,287,988          | 861,571            | <b>26.2%</b>        |
| <b>1303</b>                         | Telephone Co. - All Other Empl.                 | 2,831,779          | 100,631            | <b>3.6%</b>         |
| <b>1304</b>                         | Telephone Co. - Clerical                        | 9,546,945          | 140,979            | <b>1.5%</b>         |
| <b>1305</b>                         | Tv Cable Companies                              | 2,808,173          | 0                  | <b>0.0%</b>         |
| <b>1507</b>                         | Waterworks                                      | 2,397,752          | 834,672            | <b>34.8%</b>        |
| <b>3408</b>                         | Natural Gas Co.                                 | 1,038,610          | 669,209            | <b>64.4%</b>        |
| <b>4103</b>                         | Newspaper Publishing                            | 2,206,332          | 1,391,896          | <b>63.1%</b>        |
| <b>4501</b>                         | Radio Or Tv - Field Empl.                       | 633,293            | 106,127            | <b>16.8%</b>        |
| <b>4502</b>                         | Radio Or Tv - All Other Empl.                   | 11,858,686         | 1,081,538          | <b>9.1%</b>         |